

region, market

All

customer

All

category, product, di...

All

2018

2019

2020

2021

2022 EST

Q1

Q2

Q3

Q4

Benchmark

vs LY

vs Target

YTD

YTG

Customer/Product Performance

customer

product

customer	NS	GM	GM %
Amazon	₹ 496.88M	182.77M	36.78%
AltiQ Exclusive	₹ 307.17M	145.05M	47.22%
Atliq e Store	₹ 304.10M	112.15M	36.88%
Flipkart	₹ 138.49M	58.37M	42.14%
Sage	₹ 127.86M	40.31M	31.53%
Leader	₹ 117.32M	36.02M	30.70%
Neptune	₹ 105.69M	49.36M	46.70%
Ebay	₹ 91.60M	33.06M	36.09%
Acclaimed Stores	₹ 73.36M	29.58M	40.32%
walmart	₹ 72.41M	33.06M	45.66%
Electricalslytical	₹ 68.05M	25.34M	37.24%
Electricalsocity	₹ 67.76M	24.41M	36.03%
Staples	₹ 64.20M	24.99M	38.92%
Costco	₹ 61.81M	24.15M	39.07%
Propel	₹ 61.59M	23.03M	37.38%
Path	₹ 59.32M	25.81M	43.50%
Vijay Sales	₹ 55.13M	20.93M	37.96%
Beliance Digital	₹ 54.57M	20.85M	38.21%
Total	₹ 3,736.17M	1,422.88M	38.08%

Performance Matrix

region

APAC

EU

10.00%

Region	NS (₹M)	GM %
Newzealand	18	36
Sweden	5	29
Netherlands	12	28
South Korea	25	28
Portugal	38	28
France	48	29
United Kingdom	105	30
Philiphines	100	26

Unit Economics

Pre Invoice Deduc... 23.43%

Gross Margin 38.08%

Net Sales 50.69%

Total Post Invoic... 25.87%

Total COGS 61.92%